

Malaysia Results Review

1 June 2021

Property | Real Estate

Buy (Maintained)

MYR1.22 (+33%) Target Price (Return): Price: MYR0.92 Market Cap: USD537m

Loong Kok Wen CFA

Avg Daily Turnover (MYR/USD)



22.3m/5.46m

Analyst

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Share Performance (%)

	YTD	1m	3m	6m	12m
Absolute	5.2	(11.2)	15.8	3.4	96.8
Relative	7.2	(10.7)	14.7	1.4	88.6
52-wk Price low/h		0.50	- 1.24		

Mah Sing (MSGB MK) Price Close ---- Relative to FTSE Bursa Malaysia KLCI Index (RHS) 1.3 1.1 224 0.9 164 144 0.6 124 Jun-20 Jun-20 Jun-20 Jul-20 Jul-20 Jul-20 Jul-20 Jul-20 Oct-20 Oct-20 Oct-20 Jul-20 Ju

Source: Bloomberg

Overall ESG Score: 3.1 (out of 4)

E: Good

Mah Sing's developments (25%) achieved more than the mandated 10% minimum requirement for green spaces. It has been awarded with 14 green certifications to date. The plastics division uses 100% recyclable plastic raw materials producing 100% recyclable products.

S: Excellent

Mah Sing contributed MYR2.1m through various programmes in 2019. It is involved in fund-raising programmes to raise funds for child protection intervention and awareness on open communications about life-limiting illness. The company also made donations to indigenous children. The Mah Sing Foundation raised funds for 10 schools and donated to support a pre-school in Kelantan.

G: Excellent

43% of Mah Sing's board members are independent. The percentage of women board members is 43% or represented by three women among the seven directors. The Chairperson is also the Senior Independent Non-Executive Director.

Note:

Small cap stocks are defined as companies with a market capitalisation of less than USD1bn.

Mah Sing (MSGB MK)

Expect Lesser Earnings Impact During Lockdown

• Maintain BUY and SOP-derived MYR1.22 TP, 33% upside and 5% yield. Mah Sing's 1Q21 results were within expectations. 2H21F earnings should be much stronger, driven by contribution from the new gloves manufacturing business. 5M21 property sales have already hit MYR651m, and we think the company will still be able to achieve its MYR1.6bn target despite the total nationwide lockdown.

- 1Q21 results. 1Q21 earnings were largely driven by all the ongoing projects. EBIT for the quarter was higher, partly due to the recognition of cost savings from the finalisation of certain recently completed projects, such as Ferringhi Residence and Phase 1 of Cerrado. Finance costs in 1Q21 were also higher, due to higher borrowings raised (at lower interest rate) after the redemption of the MYR540m perpetual sukuk in Mar 2020. As such, net gearing is now higher at 0.09x from 0.02x as at end-2020. Management guided that as a result of the redemption of the perpetual sukuk, the total coupon payment in FY21 (2Q and 3Q) would be lower at about MYR53m compared to MYR73m in FY20.
- Sustaining sales momentum in 1Q21. 1Q21 property sales hit MYR400m vs MYR253m in 4Q20. Key projects that contributed to sales include M Centura/Arisa in Sentul (MYR82m), M Luna in Kepong (MYR97.7m), and M Adora in Wangsa Melawati (MYR79.4m). As Mah Sing has already raked in MYR650.5m property sales from Jan-May 2021, management is maintaining its MYR1.6bn sales target for the year. We understand that while the total nationwide lockdown is expected to affect property sales to a certain extent, management indicated some buyers have already started signing their sales and purchase agreement virtually with the lawyers. Hence, the expected drop in property sales should not be too significant during this period.
- Earnings from gloves manufacturing to kick in. Mah Sing has already obtained all necessary licenses, pending the US Food and Drug Administration (FDA) 510(k) Premarket Notification and Conformitè Europëenne (CE) Marking for export to the US and European markets. The first shipment of gloves is expected to be delivered in June. Therefore, despite the lockdown, we think Mah Sing's 2Q21 results will still be held up by contribution from the gloves manufacturing segment.
- Forecasts. Unbilled sales increased to MYR1.73bn, from MYR1.64bn as at 4Q20. We make no changes to our earnings forecasts. Management indicated that construction works can still be carried out during this lockdown, albeit, at a reduced capacity, as most of the sites have centralised labour quarters.
- Maintain TP. Our TP is based on SOP: with a 75% discount applied to RNAV for the property division, 12x P/E for the plastic manufacturing segment, and 7x P/E for the gloves manufacturing segment.

Forecasts and Valuation	Dec-19	Dec-20	Dec-21F	Dec-22F	Dec-23F
Total turnover (MYRm)	1,790	1,531	2,140	2,408	2,337
Recurring net profit (MYRm)	215	100	274	384	319
Recurring net profit growth (%)	(20.7)	(53.4)	172.6	40.4	(16.9)
Recurring EPS (MYR)	0.09	0.04	0.11	0.16	0.13
DPS (MYR)	0.03	0.02	0.05	0.06	0.06
Recurring P/E (x)	10.31	22.13	8.12	5.79	6.97
P/B (x)	0.64	0.65	0.62	0.58	0.55
Dividend Yield (%)	3.7	1.8	5.0	6.9	6.0
Return on average equity (%)	5.7	2.9	7.8	10.3	8.1
Net debt to equity (%)	net cash	1.4	11.9	6.2	4.4

Source: Company data, RHB



1 June 2021

Financial Exhibits

Asia Malaysia Property Mah Sing MSGB MK Buy

Valuation basis

SOP - 75% discount to RNAV, 12x PE for plastic division and 7x PE for glove manufacturing

Key drivers

New property sales

Key risks

Weaker/better-than-expected market conditions

Company Profile

Mah Sing has many projects across the key states in Malaysia. The company, which adopts a fast turnaround model in property development, has both niche and township projects that underpin its earnings.

Financial summary (MYR)	Dec-19	Dec-20	Dec-21F	Dec-22F	Dec-23F
Recurring EPS	0.09	0.04	0.11	0.16	0.13
EPS	0.08	0.04	0.11	0.16	0.13
DPS	0.03	0.02	0.05	0.06	0.06
BVPS	1.44	1.42	1.48	1.58	1.65
Return on average equity (%)	5.7	2.9	7.8	10.3	8.1
Return on average assets (%)	2.9	1.5	3.8	5.0	4.1

Valuation metrics	Dec-19	Dec-20	Dec-21F	Dec-22F	Dec-23F
Recurring P/E (x)	10.31	22.13	8.12	5.79	6.97
P/B (x)	0.6	0.6	0.6	0.6	0.6
Dividend Yield (%)	3.7	1.8	5.0	6.9	6.0
EV/EBITDA (x)	5.56	13.08	6.99	4.64	5.35

Income statement (MYRm)	Dec-19	Dec-20	Dec-21F	Dec-22F	Dec-23F
Total turnover	1,790	1,531	2,140	2,408	2,337
Gross profit	516	364	708	826	749
EBITDA	312	175	395	545	460
Depreciation and amortisation	(40)	(11)	(14)	(14)	(14)
Operating profit	271	164	381	530	446
Net interest	(1)	(11)	(11)	(13)	(15)
Pre-tax profit	270	154	370	517	431
Taxation	(68)	(50)	(92)	(129)	(108)
Reported net profit	200	100	274	384	319
Recurring net profit	215	100	274	384	319

Cash flow (MYRm)	Dec-19	Dec-20	Dec-21F	Dec-22F	Dec-23F
Change in working capital	(86)	110	(568)	(52)	(117)
Cash flow from operations	157	227	(274)	354	226
Capex	(188)	(86)	(74)	(12)	(15)
Cash flow from investing activities	(244)	(109)	(74)	(62)	(15)
Dividends paid	(81)	(40)	(112)	(153)	(134)
Cash flow from financing activities	(56)	643	32	(8)	12
Cash at beginning of period	1,220	1,063	1,156	733	958
Net change in cash	(142)	761	(315)	284	223
Ending balance cash	1,078	1,824	841	1,016	1,180

Balance sheet (MYRm)	Dec-19	Dec-20	Dec-21F	Dec-22F	Dec-23F
Total cash and equivalents	1,063	1,156	733	958	914
Tangible fixed assets	2,191	2,266	2,325	2,323	2,324
Intangible assets	5	5	5	5	5
Total other assets	150	173	173	123	123
Total assets	6,676	6,866	7,462	7,892	7,719
Short-term debt	122	16	36	58	37
Total long-term debt	445	1,201	1,219	1,187	1,092
Total liabilities	1,849	2,625	3,055	3,250	2,888
Shareholders' equity	3,489	3,440	3,602	3,834	4,019
Minority interests	8	12	15	19	22
Total equity	4,826	4,241	4,407	4,642	4,831
Total liabilities & equity	6,676	6,866	7,462	7,892	7,719

Key metrics	Dec-19	Dec-20	Dec-21F	Dec-22F	Dec-23F
Revenue growth (%)	(18.4)	(14.5)	39.8	12.5	(2.9)
Recurring net profit growth (%)	(20.7)	(53.4)	172.6	40.4	(16.9)
Recurrent EPS growth (%)	(20.7)	(53.4)	172.5	40.3	(16.9)
Gross margin (%)	28.8	23.8	33.1	34.3	32.0
Recurring net profit margin (%)	12.0	6.6	12.8	16.0	13.7
Dividend payout ratio (%)	40.6	40.1	40.8	39.8	41.9

Source: Company data, RHB



1 June 2021

Results At a Glance

Figure 1: Results review

FYE Dec (MYRm)	1Q20	4Q20	1Q21	QoQ (%)	YoY (%)	Comments
Turnover	371.1	472.8	413.3	(12.6)	11.4	Revenue in 1Q21 was mainly driven by billings from M Vertica, M Centura, M Oscar, M Aruna, M Arisa etc, while the YoY growth was due to the impact of MCO 1.0 in March 2020.
EBIT	42.8	48.2	67.3	39.5	57.0	The higher EBIT in 1Q21 was largely attributed to cost savings from the finalisation of certain construction contracts
EBIT margin (%)	11.5	10.2	16.3			
Net interest	0.3	(0.6)	(11.1)	n.m.	n.m.	The higher finance cost was partly due to the impact of MFRS 123, as well as new borrowings raised after the redemption of MYR540m perpetual <i>sukuk</i> in Mar 2020
Pretax profit	43.1	47.6	56.2	17.9	30.2	
Pretax margin (%)	11.6	10.1	13.6			
Taxation	(10.4)	(17.2)	(12.3)	(28.5)	18.0	
Tax rate (%)	24.1	36.0	21.8			
Minority interest	(2.7)	(2.3)	(3.6)	54.2	35.4	
Net profit	30.1	28.1	40.3	43.2	34.0	
Core net profit	30.1	28.1	40.3	43.2	34.0	Within expectations
Net margin (%)	8.1	6.0	9.7			
EPS (sen)	0.5	0.0	1.7			
Gross DPS (sen)	0.0	1.7	0.0			
NTA/share (MYR)	1.4	1.4	1.4			

Source: Company data, RHB



Small Cap Asean Research

Figure 2: SOP valuation

Projects	Туре	Remaining land (acres)	Remaining GDV (MYR m)	Stake	NPV @ 10%
Klang Valley		,	,		
Icon City PJ	Commercial	10	1,916	100%	105.6
D'sara Sentral	Commercial	4	101	100%	12.2
Hijauan Residence	Residential	25	226	100%	10.3
Aman Perdana	Residential	54	78	100%	7.9
Garden Residence	Residential	13	76	100%	8.3
Bayu Sekamat	Residential	3	7	100%	0.7
Icon Residence MK	Residential	0	35	100%	1.5
M City Jln Ampang	Residential	0	41	100%	4.1
M Residence 1 @ Rawang	Residential	134	435	100%	47.5
M Residence 2 @ Rawang	Residential	5	48	100%	5.2
M Residence 3 @ Rawang	Residential	97	520	100%	52.2
Southville City Bangi	Residential	384	8,949	100%	603.5
Lakeville Residence	Commercial	0	69	100%	22.7
Star Residence, Subang	Residential	3	155	100%	16.9
M Centura Sentul	Residential	7	736	78%	48.7
M Vertica Cheras	Residential	11	1,053	100%	85.8
M Oscar Happy Garden	Residential	5	500	100%	37.0
M Luna Kepong	Residential	5	705	100%	52.6
M Adora Melawati	Residential	5	378	100%	30.6
M Senyum Sepang	Residential	100	656	100%	44.5
M Astra Setapak	Residential	5	618	100%	43.9
Johor					
Sri Pulai Perdana	Residential	0	2	100%	0.2
Austin Perdana	Residential	0	53	100%	5.3
Sierra Perdana	Residential	37	228	100%	23.0
Mah Sing i-Parc	Industrial	21	191	100%	17.7
Meridin @ Medini	Commercial	0	270	100%	16.7
Bandar Meridin East	Mixed township	1,246	4,421	100%	181.8
Penang					
Legenda @ Southbay	Residential	0	40	100%	3.9
Icon Residence, Georgetown	Residential	3	280	100%	23.5
Ferringhi Residence	Residential	30	512	100%	24.1
Southbay City	Commercial	21	1,475	100%	92.9
Permatang - I Parc	Industrial	17	150	100%	9.8
Unbilled sales					189.6
Total			29,142		1,830.3
Shareholders' fund (explastic)					4,120.6
Total RNAV					5,950.9
Discount to RNAV					75%
Discounted RNAV					1,487.7
Plastic manufacturing @ 12x FY22f PE					180.0
Glove manufacturing @ 7x FY22f PE					1,302.6
Total SOP value					2,970.3
Total share base					2,428.3
Target price					1.22

Source: RHB

Recommendation Chart



Source: RHB, Bloomberg

Date	Recommendation	Target Price	Price
2021-05-05	Buy	1.22	0.99
2021-03-29	Buy	1.02	0.82
2021-02-21	Buy	0.97	0.79
2020-11-30	Buy	1.09	0.89
2020-10-15	Buy	1.28	0.73
2020-08-04	Buy	0.91	0.70
2020-06-08	Buy	0.73	0.56
2020-05-31	Neutral	0.52	0.47
2020-03-01	Neutral	0.73	0.68
2019-11-28	Neutral	0.77	0.69
2019-09-03	Neutral	0.90	0.87
2019-05-31	Neutral	1.00	0.91

Source: RHB, Bloomberg



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Buy: Share price may exceed 10% over the next 12 months

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longer-term outlook remains uncertain

Neutral: Share price may fall within the range of +/- 10% over the next

12 months

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